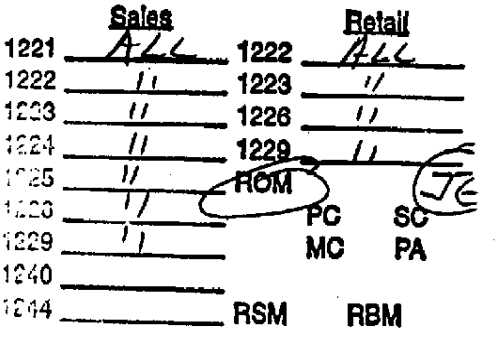
Addendum to FSC-135-B	8/26/97
SUBJECT: DORAL Ceiling Strategy Revisions	

DISTRIBUTION:

X	AVP	X	KAM	X	DM
X	RSM	X	AM	X	RM
X	RBM	X	AE	___	Sales Rep
X	ROM			___	Retail Rep



Attached is the revised Savings Price Gap decision tree which reflects the new .40/$4.00 DORAL ceiling per FSC-135-B dated August 22, 1997.

Please note that the Expert System has been modified to reflect the new DORAL ceiling and will be in place beginning Wednesday, August 27.

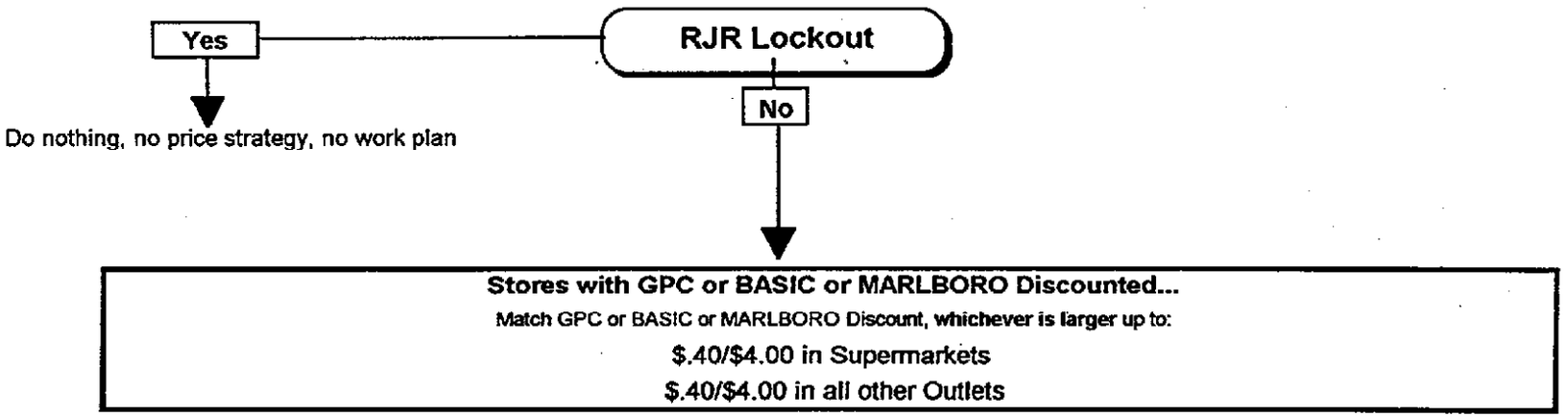
Program Contacts: Kevin Richardson, extension #3440
Lori O'Connor, extension #3019

R. J. REYNOLDS TOBACCO COMPANY

51854 0236

Source: https://www.industrydocuments.ucsf.edu/docs/hkkn0000

Savings Guidelines



Source: https://www.industrydocuments.ucsf.edu/docs/hkkn0000